

## Message Text

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20

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /015 W

----- 062614

R 280401Z FEB 74

FM AMCONSUL NAHA

TO USDOC WASHDC

INFO SECSTATE WASH DC 1313

AMEMBASSY TOKYO

UNCLAS NAHA 082

E.O. 11652 N.A.

TAGS : BEXP, BFOL, JA

SUBJECT: PTO: ELECTRIC WIRE AND CABLE

1. 588/03/P026

2. 022874

3. H. COCHRAN

4. 588 JAPAN

5. IAD

6A. CALE OR TELEX --

6B. MR. KOJIRO MOROMI, MANAGER

6C. BARD UNIVERSAL CORP., OKINAWA

CPO BOX 202, NAHA, OKINAWA, JAPAN

7. CABLE: UNICO OKINAWA. TEL: 098897-4008. TELEX: OK 50.

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8. CO. REF. BARD UNIVERSAL CORP., NO.193, ROUTE 17, PARAMUS,  
N.J.

9. 104-11. 9A. DIRECT SALE AND REPRESENTATION

10. DESCRIPTION.

3357815-0000. POWER WIRE AND CABLE, 600 VOLTS, THERMO-PLASTIC  
INSULATED. TYPE NM, 600 VOLTS, 140 DEGREES FAHRENHEIT (60 DEGREES CEN  
T.).

TYPE THW, 600 VOLTS, 75

DEGREES CENT. TYPE TW, SMALL DIAMETER, 600 VOLTS, 60 DEGREES CENT.

3357931-0000. WEATHERPROOF AND SERVICE DROP CABLE, BRAIDED.

3357934-0000. WEATHERPROOF AND SERVICE DROP CABLE, THERMOSETTING  
INSULATED.

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3357935-0000. WEATHERPROOF AND SERVICE DROP CABLE, THERMOPLASTIC

INSULATED.

3357939-0000. BUILDING WIRE AND CABLE, THERMOSETTING INSULATED.

3357943-0000. BUILDING WIRE AND CABLE, NONMETALLIC SHEATHED  
CABLE, TYPE NM.

3357948-0000. BUILDING WIRE AND CABLE, THERMOPLASTIC INSULATED.

3357949-0000. OTHER BUILDING WIRE AND CABLE.

FOLLOWING ARE ESTIMATED ANNUAL DEMANDS FOR VARIOUS  
TYPES OF WIRE AND CABLE IN OKINAWA, ACCORDING TO THE LOCAL

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ELECTRICAL CONTRACTORS AND ELECTRICAL EQUIPMENT SALES

ASSOCIATIONS: FORMAT: U.S. TYPE (NM, THW, TW), JAPANESE

EQUIVALENT TYPE (IV), EST. ANNUAL DEMAND. NO. 16, 1.2 MM,

2.2 MILLION METERS. NO. 14, 1.6 MM, 4.5 MILLION METERS. NO.12,

2.0 MM, 7.0 MILLION METERS. (NO.12 STRAND, 100,000 METERS).

NO. 10, 5.5 MILLIMETERS SQUARE (MM2), 500,000 METERS. NO.8, 8.0 MM2,

500,000 METERS. NO.6, 14.0 MM2, 400,000 METERS. NO.4, 22.0 MM2,

150,000 METERS. NO.2, 30 MM2, 300,000 METERS. NO.1, 38 MM2,

350,000 METERS. NO.1/0, 50 MM2, 250,000 METERS. NO.2/0, 60 MM2,

50,000 METERS. NO.3/0, 80 MM2, 50,000 METERS. NO.4/0, 100 MM2,

50,000 METERS. 250 MCM, 125 MM2, 50,000 METERS. 300 MCM,

150 MM2, 50,000 METERS. 400 MCM, 200 MM2, 10,000 METERS.

500 MCM, 250 MM2, 10,000 METERS.

BUYER IS IMPORTER AND MANUFACTURER'S REPRESENTATIVE,  
THE LOCAL OFFICE OF BARD UNIVERSAL CORP., NO.193,  
ROUTE 17, PRARMUS, N.J. BUYER IS ONE OF FEW FIRMS IN OKINAWA  
WHO CAN BOTH DO BUSINESS IN ENGLISH AND ARRANGE FOR

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NECESSARY IMPORT PROCEDURES, SUCH AS JAPANESE INDUSTRIAL

STANDARDS TESTING. POTENTIAL SUPPLIERS SHOULD RESPOND

ASAP, WITH FOB QUOTATIONS. BUYER'S PURCHASE DECISION WILL

BE BASED ON DELIVERY SCHEDULE, RELIABILITY, PRICE, TERMS,

AND WILLINGNESS OF POTENTIAL SUPPLIER TO COOPERATE IN

OBTAINING JAPANESE INDUSTRIAL SUPPLIER TO COOPERATE IN

OBTAINING JAPANESE INDUSTRIAL STANDARDS (JIS) CERTIFICATION.

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ESTIMATED ANNUAL SALES POTENTIAL FOR THESE PRODUCTS IS

ABOUT \$13,000,000. BUYER'S MARKETING TERRITORY IS OKINAWA.

ANNUAL SALES VOLUME OF BUYER IS ABOUT \$1.4 MILLION.

EMPLOYEES 15, SALES 5. HANDLES BUILDING EQUIPMENT: PLYWOOD/

LUMBER, ALUMINUM WINDOWS/DOORS, TILES AND COVERINGS FOR

FLOORS/WALLS/CEILINGS, PAINTS AND ROOF COATINGS, PVC PIPES/

FITTINGS, ELECTRICAL MATERIALS. BUYER'S FIRST ORDER WILL BE

SAMPLE ORDER OF 60 METERS OF AS MANY DIFFERENT BRANDS OF

NO.14, NO.12, AND NO.10 TYPE TW WIRE AS POSSIBLE FOR SUBMISSION TO JAPANESE INDUSTRIAL STANDARDS INSTITUTE FOR TESTING. THE FOLLOWING INFO MUST BE SUBMITTED ALONG WITH SAMPLE: DATE OF MFG. OF PRODUCT, SPECIFICATIONS(UL OR OTHER STANDARDS CERTIFICATION MAY BE SUBMITTED ALONG WITH EXPLANATION OF THIS POINT), NAME AND ADDRESS OF FACTORIES AT WHICH PRODUCT MANUFACTURED, NAME/BRAND-NAME/TYPE/SIZE, END-USE OF PRODUCT, GOVT. MFG. PERMIT TO MANUFACTURE PRODUCT (IF PERMIT REQUIRED). BUYER HAS ALL NECESSARY APPLICATION FORMS AND HAS RECEIVED A FAVORABLE "ADVISORY OPINION" FROM THE JAPANESE GOVT. AND THE JAPANESE INDUSTRIAL STANDARDS TESTING INSTITUTE IN PRELIMINARY CONTACTS. SYLVESTER.

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## Message Attributes

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**Previous Handling Restrictions:** n/a  
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**TAGS:** BEXP, BFOL, JA  
**To:** n/a  
**Type:** TE  
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